

# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics

August 2017

## Fresh & Flexible

Focus Topic: Agricultural and Food Logistics

A Clever Combination 20 | Expertise That Really Bears Fruit 22



## The specialist for agricultural and bulk cargo



In Brake, J. MÜLLER operates one of the largest coherent silo facilities in Europe. Thanks to its ideal location close to Oldenburg Münsterland, the terminal has excellent conditions for handling, storing and processing grain, feedstuffs, oilseed and feed additives.

- daily throughput of up to 20,000 tonnes
- storage capacity of more than 512,000 tonnes (silos/sheds)
- 4 self-service stations available 24/7
- further processing services on request

J. MÜLLER Agri + Breakbulk  
Terminals GmbH & Co. KG  
Neustadtstraße 15 · 26919 Brake  
phone +49 (0) 44 01 / 914-0  
fax +49 (0) 44 01 / 914-109

By taking over the grain handling facility, we have expanded our capacities in Bremen. Our transport company B-LOG Bulk Logistik and the department for ocean-going ships and inland navigation keep the logistics chain going between the companies in the food and feedstuffs industry.

info@jmueller.de  
[www.jmueller.de/en](http://www.jmueller.de/en)



Download the LOGISTICS PILOT kiosk app and read our magazine offline on your smartphone or tablet.

# EDITION AUGUST 2017



## “We need to think outside the box”

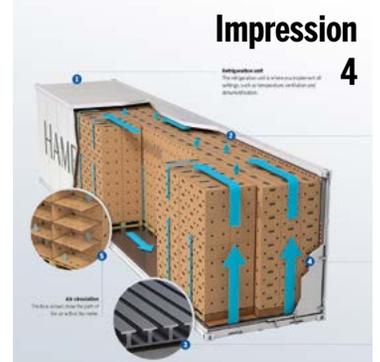
Martin Günthner, Senator for Economics, Labour and Ports in the Free Hanseatic City of Bremen

Dear readers,

As Germany’s seventh biggest industrial hub, Bremen is a logistics hotspot. The state is connected to globalised production and distribution flows through not only its ports and logistics sector, but also the industries that are based there. Last year the twin ports of Bremen and Bremerhaven achieved a slight increase in overall handling. Given the weak economic development and great political uncertainty throughout the world, our port group can be happy with this handling volume.

As a maritime and industrial hub, Bremen has played a major role in helping shape numerous change processes over recent decades. Seizing opportunities and innovating early on have always been the region’s keys to success. Bremen was, and is, a successful metropolis of logistics in flux. Collaboration between the ports throughout the north is also important, as pooling our strengths means more international recognition. The key here is to intensify cooperation and develop an efficient network – and not just for skilled transport of agricultural products and foodstuffs. In this market segment as in many others, it is becoming increasingly important to think outside the box.

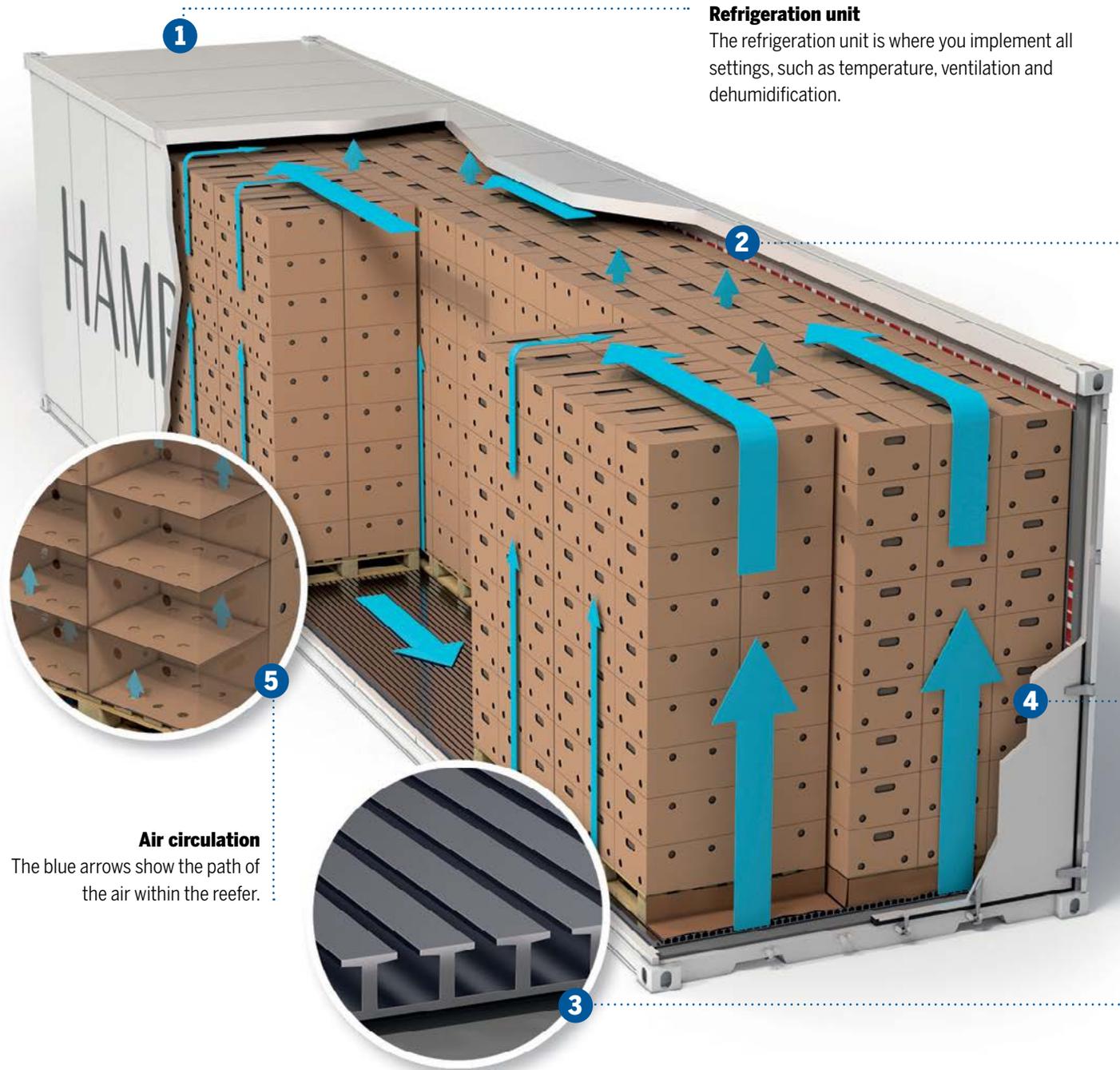
Yours, Martin Günthner



News	6
People	26
Appointments	28
Preview	30
Imprint	30

PHOTOS: SENATOR FOR ECONOMICS, LABOUR AND PORTS: JÜRGEN DÖHREN; ISTOCK – LINDA VOSTROVSKA, ÖHB LOGISTIC SOLUTIONS, EUROGATE, REEFER GUIDE

# Sneak peek into a refrigerated container



## Refrigeration unit

The refrigeration unit is where you implement all settings, such as temperature, ventilation and dehumidification.

## Air circulation

The blue arrows show the path of the air within the reefer.

Reefer containers are the most popular transport solution on the market when it comes to temperature-controlled goods – whether it be fruit and vegetables, fish and seafood, meat, flowers or pharmaceutical products. Important factors include precise temperature control, good air circulation and correct stowage, which ensure that the valuable cargo arrives at its destination in the best possible condition.

**Maximum load line**

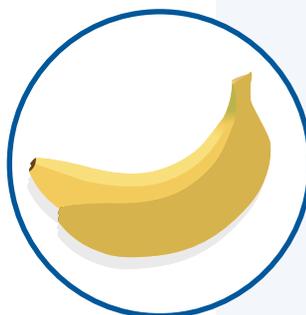
The height of the stowed load must not exceed the red line in order to avoid impairing air circulation.

**Container doors**

When pallets are used, the pallets pointing towards the door should be covered below to ensure that air is pushed upwards through the goods.

**Grating (T-floor)**

The grating (T-floor) takes its name from the T-shaped aluminium floor that facilitates both air circulation beneath and through the goods and easy loading of the container, for example using a forklift.



**Recommended container settings**

**Bananas (fresh)**

**Temperature:** 13 to 14.4 °C  
**Ventilation:** 25 to 60 cbm/h  
**Storage life under aforementioned conditions:**  
 18 to 22 days in ambient air  
 Storage life can be increased using modified-atmosphere (MA) packaging (Banovac) or controlled-atmosphere (CA) technology.



**Garlic (fresh)**

**Temperature:** -3 to +1 °C  
**Ventilation:** 0 to 15 cbm/h  
**Dehumidification:** Setting with a relative humidity of between 60 and 70 %  
**Storage life under aforementioned conditions:**  
 6 to 7 months in ambient air



**Meat (chilled)**

**Temperature:** -2 to -1°C  
**Ventilation:** Closed  
**Storage life under aforementioned conditions:**  
 1 to 8 weeks in ambient air

## SUMMARY NEWS

**HANOVER.** Lower Saxony's Transport Minister **Olaf Lies** confirmed his support for the **rapid construction of the A20** at the beginning of June: "I would like to state my support for the A20 and the A39. We are going to be continuing our intensive planning of both projects, and driving them forward as quickly as possible," said Lies. He also underlined the importance of the motorway projects to the economic development of the state and the development of connections to and from the seaports.

**BREMEN.** Forwarding and logistics firm **Alexander Global Logistics (AGL)** concluded a collaboration agreement with port handling company Qingdao Port International Freight and Logistics in May. AGL sees great **potential for growth in cargo and distribution logistics for cellulose and paper in China**, and wants to be able to market its own storage capacities in the port of Qingdao in future.

**BREMEN.** Enak Ferlemann, Parliamentary State Secretary to the Federal Minister of Transport, and Hans-Heinrich Witte, President of the Generaldirektion Wasserstraßen und Schifffahrt (director general for waterways and shipping), presented the **government's new plans for the development of traffic on the Mittelweser** in June. These plans state that more than 120 million euros will be invested in the 150-kilometre stretch of river between Minden and Bremen.



## Giant container vessels generate excitement at JadeWeserPort

**WILHELMSHAVEN.** The **biggest container ship in the world, the "OOCL Hong Kong"**, came into **Container Terminal Wilhelmshaven** for the first time on 2 July. The 399 metre-long, 58 metre-wide ocean-going giant is capable of transporting 21,413 standard containers (TEU). The "OOCL Hong Kong" will be calling into JadeWeserPort more often in future as part of the Asia-North Europe 1 service (LL1) operated by Ocean Alliance. The LL1 service involves a total of eleven vessels, and links Wilhelmshaven up with the European ports of Gdansk, Rotterdam and Felixtowe, as well as the

international ports of Shanghai, Ningbo, Xiamen, Yantian and Singapore. With the "OOCL Hong Kong" and the other ships used as part of the service, Ocean Alliance is able to specialise in export with rapid transit times. The freighters take just 27 days to get to Singapore, for example. After the "OOCL Hong Kong", the shipping company is going to be gradually putting other new builds that can hold 21,413 TEU into operation as part of the LL1 service. The second ship in this series will be the "OOCL Germany". Its first arrival in Wilhelmshaven is scheduled for 14 October 2017.



## Certificate for environmental management in Emden

**EMDEN.** Following on from Wilhelmshaven in 2016, in June 2017 Emden became the second port run by Niedersachsen Ports to be awarded a certificate for its environmental management. The **Port Environmental Review System (PERS)** is the standard system applied to examine port-specific measures. In Emden, this concerned the six aspects of airborne pollutant, noise and water emissions, as well as waste management, soil pollution and impact on habitats and biotopes. The certificate is awarded by the EcoPorts environmental initiative of the European Sea Ports Organisation (ESPO).



## Nesserland Lock begins to take shape

**EMDEN.** The completion of the Nesserland Lock in the port of Emden, which is planned for the end of this year, is drawing ever nearer. Following installation of the bascule in May, June saw the **bridge pylons lifted in using a mobile crane**. The steel pylons, which tower up at around 14.5 metres, serve as supports for the beams, which are used to raise the 120-tonne bascule when the lock is used. The bases themselves each weigh 55 tonnes. The fitting of the bridge's hydraulic and electrical equipment has now also begun. This will mean that the lock and bridge are automated, and their processes harmonised.



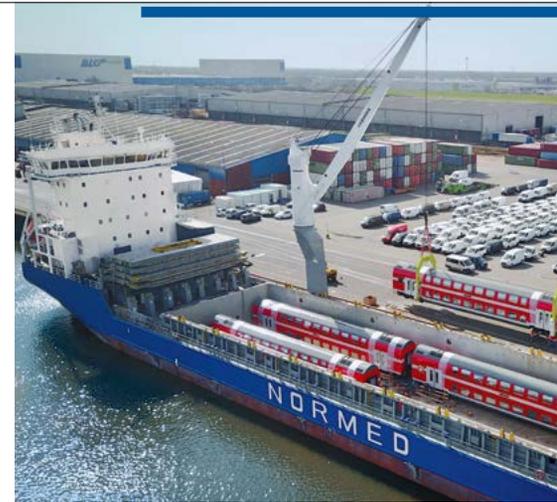
## UECC's pioneering ecological work praised

**BREMERHAVEN.** Norwegian shipping company United European Car Carriers (UECC) presented its new-build "Auto Energy" at a customer event in the international port of Bremerhaven in May. The 181 metre-long, 30 metre-wide car transporter is the **largest ship of its kind in the world** and, thanks to its hybrid propulsion system, can be run on both environmentally-friendly liquefied natural gas (LNG) and diesel. "With this development, UECC represents an ecological pioneer in maritime shipping," said Bremen's State Advisor for Ports, Jörg Schulz, who praised the shipping company's commitment during a visit aboard the vessel.



## Cuxhaven prepared for offshore expansion

**BERLIN.** Over 100 guests from the worlds of politics and business came together to discuss how to proceed further with the change in German energy policy at the **3rd parliamentary evening for the offshore wind industry** in mid-May. All of the speakers advocated expanding offshore wind power further. Dr Hans-Joachim Stietzel, Head of the Economic Development Agency of Cuxhaven, highlighted the locational benefits of the German Offshore-Industry-Center in Cuxhaven: "alongside the port infrastructure, which is constantly being optimised and expanded, and the supplier park directly beside the Siemens production site," these include the experienced on-site service providers



## New scheduled service for Neustadt port

**BREMEN.** Ships owned by shipping company Normed Line have been coming into Neustadt port in Bremen since April. The BLG Cargo Logistics terminal is where they load up with double-decker train carriages made by manufacturer Bombardier, each weighing up to 70 tonnes. A total of 60 of these carriages are brought in by rail and then taken to Ashdod, Israel, by water in several partial shipments. Shipping agent COLI Schifffahrt & Transport is responsible for the shipping. The positive experiences that both partners had had with past projects were the reason that they opted for Neustadt port this time around.



## Expertise for the Hamburg metropolitan region

**CUXHAVEN.** The metropolitan region of Hamburg and the maritime hub of Cuxhaven will continue to mutually benefit one another in future. This was the core statement of the "CuxDay" event organised by Cuxhaven Port Business Community (HWG). More than 100 guests from politics and business came together in Hamburg in mid-June to sound out further potential in the collaboration based on current developments.



## Construction work

**NORDEN/NORDDEICH.** The construction work for the relocation of the road on Norddeich's western pier should be completed by the end of September. Whilst the ferry operator, Reederei Norden-Frisia AG, is taking responsibility for the conversion of the arrival and logistics areas around the ferry terminal, Niedersachsen Ports is taking care of the necessary vehicular and pedestrian access routes, in order to ensure more space and safety around the ferry terminal in future.

## Digitisation dominates trade fair

**BREMEN.** Robots as colleagues, media-savvy drivers and mobile warehouse management aids: at the "logistics world" jobs and careers fair at BLG-Forum on **21 September**, interested visitors will have the opportunity to find out about pioneering professions in logistics. For the sixth time, marketing association VIA BREMEN will be offering around 40 exhibitors an attractive platform for giving young people a taste for logistics with hands-on activities, a stage-based programme, presentations and personal discussions.



## SUMMARY NEWS

**BREMERHAVEN.** Under the motto “Shipping and environmental protection – the greenports strategy of the ports of Bremen”, bremenports will be extending an invite to the Klimahaus in Bremerhaven on 28 and 29 September. After a welcome from Robert Howe, Managing Director of bremenports, guests can expect to enjoy the film “Seablink – the price of shipping our staff” created by Dutch producer Bernice Notenboom and a panel discussion with shipping and environmental experts such as Daniel Rieger (NABU), Martin Rode (BUND) and Uwe von Bargen (Environmental Director at bremenports). Notenboom will also be joining in the discussions and explaining the message of her film.

**BREMEN.** “Strategic Perspectives 2050 – Europe amidst the tensions of geopolitical, geoeconomic, geotechnical and geocultural developments” is the theme of the 25th international forum on economics, science and values organised by the German society for applied sciences (DGAW). From 11 to 13 October, leaders from business, science and politics will be coming to Bremen to discuss the issues of the future with the next generation of academics.



## New production site commissioned

**CUXHAVEN. Siemens Gamesa Renewable Energy** has begun producing the first machinery housings for offshore wind turbines at its new production site in Cuxhaven. Production is now expected to be ramped up step by step. Most recently, overhead cranes have been installed in the halls to move heavy loads within the site. Berth 9.3, including the ro-ro ramp, was completed and the public part of the port put into operation on 30 June.

## dbh Logistics IT uses Wilhelmshaven as a springboard

**WILHELMSHAVEN.** dbh Logistics IT has been a member of Wilhelmshavener Wirtschaftsvereinigung (WHV, Wilhelmshaven’s business association) since 2009. Thanks to this presence, the Bremen-based software expert has recently managed to gain several new customers in the region. Marco Molitor (right) from the Executive Board of dbh Logistics IT has told WHV. “Our roots lie in the port sector, and in time we developed the Port Community System for JadeWeserPort as it was more or less inevitable that we would settle there,” says Molitor.



## Successfully implementing green logistics

**BRAKE.** Companies and institutions will put forward their solutions and suggestions for environmentally-friendly logistics at the 2017 regional logistics conference for the north west metropolitan region on 14 September in Brake. The focus will be on qualification requirements and the impact of green logistics on investment. Following an opening speech by Professor Marc Seifert from Osnabrück University of Applied Sciences, the themes of qualification and investment will be handled in two panels. Two digressions into the themes of port and factory logistics are also planned.





## Rhenus opens container storage area

**WILHELMSHAVEN.** The Rhenus Group opened a storage area with **capacity for 120 standard containers** at the Wilhelmshaven freight village, right beside the container terminal, on 7 July. Thanks to this development, the globally active logistics provider from Holzwickede will be able to offer its customers optimum conditions for the storage, handling and weighing of containers over a space of around 4,000 square metres. The first customer at the site is Symrise/Symotion, a supplier to the food and cosmetics industry, which is storing tank containers full of imported raw materials.



## Awareness of responsibility for the next generation

**BREMEN.** The **Berufsbildungsstelle Seeschifffahrt (BBS, vocational training centre for maritime shipping)** presented the **“Outstanding training organisation and trainer 2017” award** at the 11th Bremen shipping conference at the start of May. **Shipping company Rörd Braren Bereederung** from Kollmar and **trainer Uwe Rottwinkel** from Reederei Rambow in Drochtersen were recognised for their outstanding performance in training for ship mechanics. “There are not a lot of people taking responsibility for young trainees these days,” said the CEO of BBS, Ernst-Peter Ebert, in his laudatory speech. Photo (from left): Ernst-Peter Ebert, Rörd Braren, Uwe Rottwinkel, Peter Geitmann (Deputy CEO of BBS) and Holger Jäde (Managing Director of BBS).



## Airbus builds on Buss Port Services

**STADE.** Buss Port Services has been handling wing upper covers and pressure bulkheads for Airbus at its own terminal in Stade since the end of April. First, the components are transported by lorry from the aircraft manufacturer’s local factory to the terminal, where they are loaded onto a pontoon. Then they travel by ship to Airbus in Hamburg Finkenwerder. “The project is a win for our terminal, but will also contribute towards **strengthening Stade as a site**,” said Michael Beyer, Managing Director of Buss Port Services, at the opening of the new transport route on 21 June.



## 135,000 tonnes of pipes from Brake to Albania

**LEER.** The **EMS-Fehn-Group** recently celebrated the successful completion of its contribution to the “Trans Adriatic Pipeline” (TAP) project in the port of Durrës. The company from Leer has transported 135,000 tonnes of pipes to Albania for the pipeline in 15 months. The components went from Brake to **Durrës** in a total of 15 boatloads. In addition to this, the EMS-Fehn-Group expanded its portfolio of services in May, teaming up with EFG Scandinavia in Bergen, Norway, to set up a new company specialising in project logistics and crane solutions.



## EKB expands branch network

**WILHELMSHAVEN.** **EKB Container Logistik**, which specialises in seaport hinterland transport, opened a **new branch at JadeWeserPort** in Wilhelmshaven at the end of May. The Bremen-based firm explains that there it will offer the entire spectrum of services in short-distance and feeder transport, as well as long-distance transport. The new branch represents an addition to EKB’s network of branches in the northern and western ports. The logistics provider sees considerable potential in inflow and outflow with Wilhelmshaven, particularly when it comes to the connection of Emsland. The EKB group operates around 840 lorries and 900 container chassis.

# Logistical skills required to retain flavour



Bremerhaven is the most important handling site for temperature-controlled goods in Germany, and Brake has a national supply role when it comes to importing grain and feed. A variety of service companies at both sites ensures a smooth supply chain.

Last year saw the arrival of 270,000 tonnes of fruit in Bremerhaven from overseas. The majority of the load – some 225,000 tonnes – was bananas, with the rest being made up of citrus fruit and potatoes. According to information from bremenports, around 80 per cent of fruit reached the port on the Weser by means of refrigerated container, with only 20 per cent being transported in refrigerated vessels. So that the goods reach the customer in the best possible condition, numerous logistical partners have to work hand in hand to ensure a consistent chain of refrigeration and contribute their various skills.

### Services for reefer loads

Container terminals such as that run by EUROGATE are among the first ports of call for temperature-controlled goods. Once the ships arriving in Bremerhaven have been unloaded, van carriers take the refrigerated containers to their special bays in the terminal, where they are immediately connected to power. This procedure works the other way around for exports. In 2016 the number of initial connections at EUROGATE Container Terminal Bremerhaven came to 18,887; this figure is expected to reach 22,000 by the end of this year. However, the operator is not given any detailed information about what fruit and vegetables are in the containers. “The ship owner simply gives us the container number, the type of construction, the weight and the temperature,” explains Corinna Romke, Director of Corporate Communications at EUROGATE. The container terminal and logistics group checks the temperature as regularly as it does the container’s functionality. This is because customers want temperature-sensitive goods to arrive in the best possible condition.

### Experts get to grips with bananas

The services that Heuer Logistics offers in the field of temperature-controlled goods begin immediately after the ship has been unloaded in Bremerhaven. Lorries are used to take the refrigerated containers from the neighbouring container

terminals to their own warehouse in the free port. There there are around 8,000 pallet bays in 15 refrigerated rooms, which can be expanded to a maximum of 20,000 bays and adjusted between 0 and 14 degrees Celsius, depending on requirements. In addition, the company offers around 90 connection points for refrigerated containers and 47,000 square metres of roofed storage space. The refrigerated rooms are primarily used to store bananas from Central and South America. However, it also often holds apples from South America, South Africa and New Zealand, potatoes from Egypt and citrus fruit from Morocco, the USA and South Africa. “The bananas stay with us for a maximum of ten days, whereas the potatoes can stay in our halls for up to six weeks before they are transported on,” explains Jan Zobel, Head of Forwarding at Heuer Logistics.

Employees not only ensure correct storage of the fruit, but also conduct quality checks were required. If ■■■

Heuer Logistics is considered an expert in the handling of bananas. But apples, potatoes and citrus fruit are also brought to the refrigerated storage space in Bremerhaven’s free port by lorry.





The pomelo – a citrus fruit resembling a large grapefruit – is another exotic addition to fruit aisles in Germany.

■ ■ ■ desired, they can also provide value-added services such as re-palletisation, labelling or cleaning. Heuer Logistics takes a two-pronged approach to quality checks on bananas, the import of which is associated with a special EU ordinance: the customer, Chiquita, has its own office on the company premises, where its employees can check the properties of the goods. For other customers, this task is done by employees of Heuer Logistics. The checks include assessing and documenting whether the fruit is at the correct level of ripeness, or whether it is damaged or infected.

The seaport logistics provider's portfolio of services is rounded off with customs clearing and official matters. Heuer Logistics is recognised as an Authorised Economic Operator (AEO) by the EU, and registered as a company that provides conformity checks for the import of bananas with the Federal Office for Agriculture and Food (BLE). In addition, the firm is currently certified in accordance with the Bionorm and ISO 9001 standard. "We use lorries to get the goods to their intended location – whether it be a ripening plant and packing station or the central and interim warehouses of

## Reefer containers push out refrigerated vessels

Interview with Michaela Steineker, Global Reefer Manager, Sales & Marketing at shipping company Hamburg Süd

**The consultancy firm Drewry Shipping Consultants is expecting growth of 2.5 per cent per year in transport of perishable goods by 2020. What effect will this have on the market shares of refrigerated ships and containers?**

**MICHAELA STEINEKER:** We expect the move away from refrigerated ships and towards refrigerated containers to continue. Industry experts are predicting average annual growth of around four per cent by 2020 for refrigerated containers, whereas transport in conventional refrigerated ships is going to see a decrease of over two per cent on average per year in the same period.

**What role does Hamburg Süd play in this market?**

For a container carrier like Hamburg Süd, this development is, of course, very positive. We have actually contributed towards it, for example through increased transport of bananas in containers, particularly from the west coast of South America and the Caribbean to Europe. Reefer transport is one of our core competencies. In terms of reefer fleet size, we are number four among reefer container carriers worldwide, and are one of the market leaders in north-south transport, which typically involves the transport of a lot of refrigerated loads.

**Over the last three years, Hamburg Süd has invested around 350 million dollars in optimising its reefer fleet. What has been the focal point?**

One example is that we have worked with the company Carrier, which is developing the "XtendFRESH Controlled Atmosphere" container. By reducing the oxygen content and feeding in carbon dioxide, we can influence the atmosphere in the refrigerated container in such a way that we can

heighten the cooling effect and extend the storage life of fruit such as avocados. With the XtendFRESH technology we use the fruit's own respiration to create the controlled atmosphere – or "CA" for short. Using an activated carbon filter, we can extract excess carbon dioxide caused by respiration out of the container in order to reach the ideal conditions for the respective fruit, so that it arrives at its destination at exactly the right level of ripeness. For avocados this is around 4 per cent oxygen and 6 per cent carbon dioxide. Normal air contains around 21 per cent oxygen and 0.03 per cent carbon dioxide. In addition, XtendFRESH is the first CA technology to automatically filter ethylene out of the container atmosphere – a feature that we placed particular emphasis on during the development.

**What requirements do customers have of you when it comes to the quality assurance and performance of refrigerated containers?**

The requirements are high, and as such, Hamburg Süd operates a certified quality management system. Our customers expect not only outstanding service, but also containers that meet the individual needs of the various perishable goods, for example in terms of temperature, ventilation and relative humidity. Smaller load segments, such as pharmaceuticals, also bring special requirements in terms of refrigerated transport. In the past they were transported primarily by air. Here we see good potential for reefer transport – where a lot of expertise and experience is needed – as pharmaceuticals are subject to what is known as "good distribution practice", or "GDP" for short: especially strict criteria for transport.





**Kloosterboer BLG Coldstore stores frozen and chilled raw materials for the food industry over an area of more than 36,000 square metres.**

supermarkets throughout Europe,” says Zobel. “The majority of bananas go to northern Germany, Denmark and Poland. However, there are also a large number of customers in eastern Europe.”

## Fish and meat just in time

In December 2016 BLG Logistics managed to get a new co-shareholder on board for the largest commercial refrigerated warehouse in the region – Dutch refrigerated warehouse operator Kloosterboer. With an area of over 36,000 square metres, Kloosterboer BLG Coldstore offers 28,680 pallet bays, six freezer rooms and a chiller room. “80 per cent of the goods are fish products. Then we have 15 per cent poultry, as well as fruit, vegetables and red meat,” says Lüder Korff, Managing Director of Kloosterboer BLG Coldstore. The majority of products arrive by container from the USA, Asia, South America, Russia and South Africa. Generally these are raw materials for the food industry requiring temporary storage at temperatures of between minus 22 and plus 12 degrees Celsius.

Among other things, the cold store in Bremerhaven serves as a buffer warehouse for the German fish industry, and often works according to the just-in-time principle. This means that the sellers and receivers of the goods have contractually agreed that the seller will keep a set minimum quantity in the Kloosterboer BLG Coldstore for the term of the agreement, which the receiver can use at any time in accordance with the contractual terms and conditions. “The

raw materials spend an average of 50 days with us,” explains Korff. In 2016 there were a total of 88,500 tonnes of food stored and 205,000 pallets handled there. These are then transported on, mostly by lorry, for further processing in the industry in Germany and abroad. Important customers include FRoSTA AG, which has production sites in Bremerhaven and Poland, as well as Frozen Fish International, part of the Iglo Group.

As part of its supply chain management, Kloosterboer BLG Coldstore also provides value-added services such as picking, repacking and labelling of goods, as well as complete import and export handling, including handling of all customs and veterinary formalities. As part of its digitisation, the company has also made it possible for all customers to be able to check their stock level around the clock using the company’s website. “There you can see – at any time – when what products were put in and what quantities have already been taken out again. This means that we can be sleeping here in Germany while our customers in Asia, America and South America are checking up on their goods,” says Korff, summarising the service with a grin.

In order to secure the site in Bremerhaven for the fish and food industry in future, the cold store operator is planning to commission an additional new building in the fishery port in 2018. “This means that we will have a double presence at the site – both in foreign customs territory in the free port and in domestic customs territory in the fishery port. This will open new doors for us in terms of the value creation chain,” says Korff, painting an optimistic picture of the future. ■■■

## Megatrend: e-food

More and more consumers are looking to have not only tins and beverages, but also milk, eggs and fish delivered to their homes. The German E-Commerce and Distance Selling Trade Association (bevh) identified turnover of 201 million euros, including VAT, in the food segment for the first quarter of 2017 – an increase of 14 per cent compared with the previous year (175 million euros). According to the bevh study “Interaktiver Handel in Deutschland 2016” (“Interactive trade in Germany 2016”), consumers have crossed the threshold of 70 billion euros gross turnover, including services, in online trade and distance selling for the first time, with 932 million euros being injected into the online food trade.

But: “According to surveys by corporate consultancy MRU, 81 per cent of German people have never ordered chilled or fresh food online,” explains Christian Milster, Head of Department for E-Commerce, Logistics & Process Management at bevh. “And only three per cent choose this method of purchase on a regular basis.” The reasons are manifold: first is consumers’ desire to see, smell and touch the items themselves (66 per cent). In addition, many still value simply buying their shopping in a bricks-and-mortar store (49 per cent). However, hygiene concerns (28 per cent) and the relatively high price of mail order products (23 per cent) also put consumers off ordering chilled and fresh food online.

Nevertheless, some industry experts are foreseeing a real explosion in online food retail in the next few years. Milster sees things a little differently: “I’m expecting sustainable growth, but no real explosion. However, so that this happens, online food retailers really need to do some awareness-raising work to do away with many of the reservations that consumers unfortunately still have.”

**J. Müller Agri + Breakbulk runs one of the biggest connected silo plants in Europe in Brake.**



## International monitoring

Kühne + Nagel, the global market leader in sea freight, regularly handles reefer imports via Bremerhaven. These include not only fresh fruit and bananas from Central America and Ecuador, but also frozen fish from Chile or chilled beef from South America. In addition, alongside reefer imports, the export of frozen meat and vegetable products, confectionery and highly sensitive temperature-controlled pharmaceutical products is also becoming increasingly important. The central point of arrival for all of Kühne + Nagel’s German reefers is the seaport facility in Bremen. There it takes care of professional handling of the entire cold supply chain, including sea freight transport, cross docking, refrigerated transport to and from the facility, and documentation. Kühne + Nagel’s worldwide reefer activities are also coordinated and managed by a team of specialists in Bremen.

“Compliance with the strict climatic product requirements within a complete refrigeration chain and efficient monitoring of goods take top priority for us,” says Frank Ganse, Senior Vice President for Global Seafreight Reefer Logistics at Kühne + Nagel. This is where the globally standardised information platform “KN Login” comes into play. “The IT system and hardware behind it facilitate temperature monitoring in real time, meaning that deviations in temperature are identified early on. In the event of deviations, the respective carrier can actively intervene in the refrigeration chain. Even in the event of a break in transmission, this data is available retroactively upon unloading the container,” explains Ganse.

## Process system optimises silo control

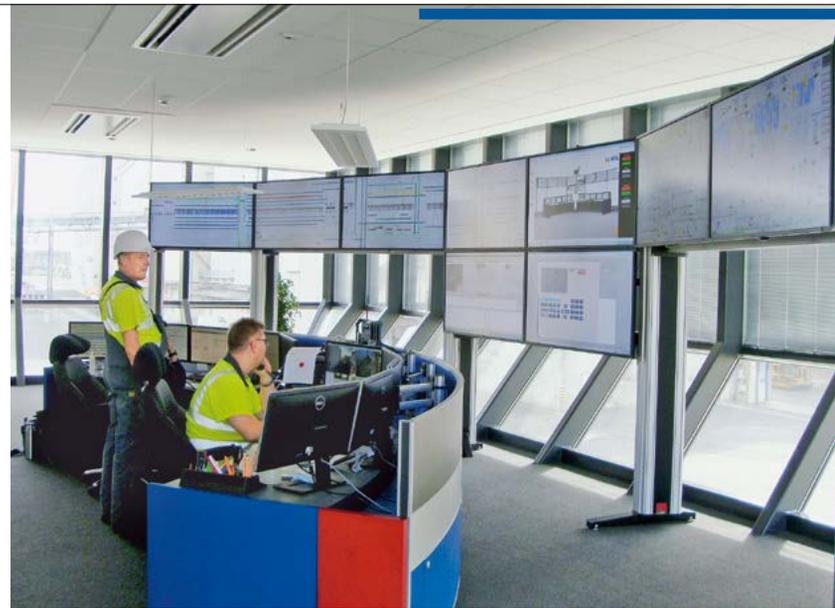
Another, very different, specialist has its headquarters in Brake – around 25 kilometres south west of Bremerhaven as the crow flies. There, J. Müller Agri + Breakbulk runs one of the biggest connected silo plants in Europe for the storage and handling of grain, feed and oilseed. The new build, which cost 1.2 million euros and with which the company has brought together its decentralised silo control rooms, went into operation in April 2016 in order to optimise logistical processes and increase quality. “As Germany’s biggest port for importing grain and feed, Brake functions as a national supplier – not just to the state of Lower Saxony, but also to Germany as a whole,” says Uwe Schiemann, Managing Director of J. Müller Agri + Breakbulk, summarising the importance of the site. And this is backed up by figures: around 817,000 tonnes of grain and 2.56 million tonnes of feed were handled in Brake in 2016.

PHOTOS: HEUER TRANSPORT LOGISTICS, J. MÜLLER

The heart of the new silo facility, which has a total capacity of 512,000 tonnes, is the control room, which is equipped with state-of-the-art equipment. Just like in the command centre of a spaceship, ten large monitors provide the 18 members of staff with a perfect overview of 400 silo cells, their current fill level and the corresponding storage and loading processes.

All processes are controlled from a process control system with what is known as a “start-target mechanism”. Once the products have received a unique allocation number and product code, the system brings up the corresponding operation assignments. It knows exactly which goods are to be transported from sea-going vessels, inland vessels or trains to the assigned silo cell, and how. In addition, the new technology suggests the optimum transport route for further loading, taking into account blocked parts of the system, for example those being overhauled. Should the processes change, the product retains its product code – and with it the corresponding quality parameters. These include the idle times of the trough chain conveyor and elevators, as well as the feed’s flow characteristics.

“Storing product-specific parameters and linking them with the process control system via the product code increases product safety and quality,” explains Schiemann.



Just like a spaceship command centre: in the control room in Brake, ten large monitors provide a perfect overview of around 400 silo cells.

“Until now employees have more or less had to have all of the relevant data in their heads, and transfer it themselves. The system is a great help in this regard, and reduces the risk of an incident considerably. In addition, there is no need to consult with the technical department in terms of handling of overhaul assignments, as these are passed on digitally and displayed on the monitors.” (bre) ■

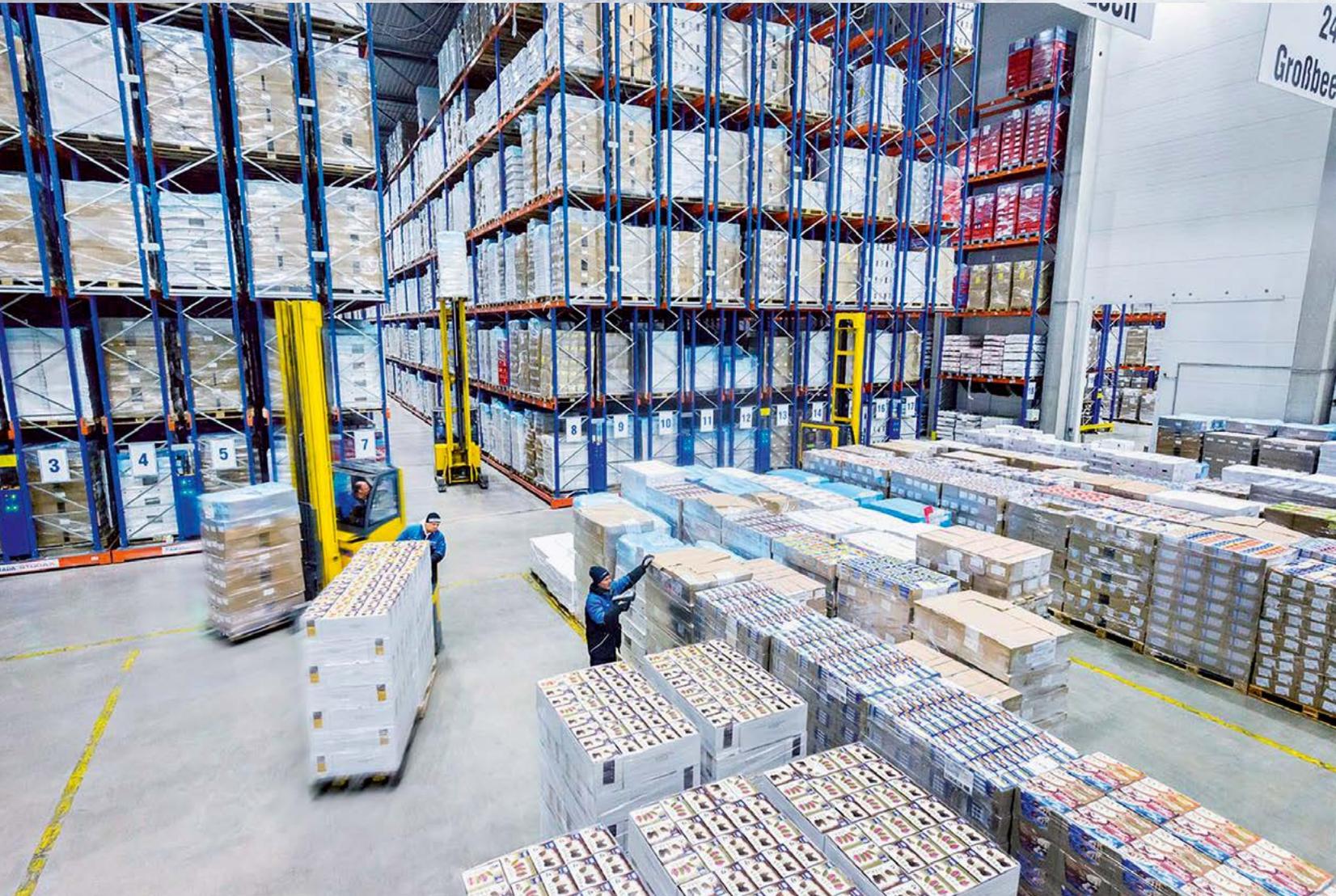
## Cooperation for more transparency

The “LoKo-TK” research project, which the Institute of Shipping Economics and Logistics (ISL) and the company FRoSTA have joined, has been running since the start of the year. Together the plan is to optimise distribution logistics for frozen products in Bremerhaven, saving both money and CO<sub>2</sub> emissions. This is because although the production facilities of the frozen food manufacturers located there are close together and have a similar customer structure, there has not yet been any collaboration in the area of distribution, which takes place almost entirely using lorries.

The 24-month project is focusing on aspects ranging from organisation of optimum distribution routes, to ideal collection strategies, to simulation of possible cooperation scenarios. At the heart of this is the software tool “LoKo-TK”, which shows users cooperation options using an analysis function, and provides assistance with logistical organisation on a strategic level.

Just under 50,000 consignment data sets have been evaluated to date. “With ‘LoKoST’ we want to make transport flows visible and create transparency so that possible partners will see who it is worth working with,” says Thorsten Heitland, Head of Supply Chain Execution at FRoSTA, explaining the core idea. “However, at the end of the day, it is not the software but each individual company that makes the decision as to when, where and with whom they will pool their goods for transport,” adds Oliver Klein, Project Manager at ISL.

“LoKo-TK” also offers a process for financially comparing the advantages and disadvantages of partners and specifying a cooperation scenario involving cross docking, whereby the suppliers’ goods are pre-picked, doing away with the warehousing process. The ISL and FRoSTA consortium is receiving support from the Bremerhaven Economic Development Company (BIS) within the scope of the Bremen Senator for Economics, Labour and Ports’ programme to promote research, development and innovation (FEI).



# A cool range of services

Whether it be fruit and vegetables, meat or fish, Nordfrost in Schortens, Lower Saxony is a full-service provider with a large range of services for all product groups in temperature-controlled food logistics.

In the past, the view in Schortens, near the North Sea coast in Frisia, was that of farms lined up “high and dry” on the sandy geest bordering onto expansive marshland. Today – just like at Nordfrost’s 35 frozen goods centres throughout Germany – what you see is stacks of all kinds of temperature-controlled goods ready for distribution. The logistics provider is a leader in frozen logistics in Germany. “Warehouse logistics is in our blood,” reports Britta Heine, Managing Director of the family firm, which was founded by her father, Horst Bartels, in 1975. “However, with Europe-wide networked transport logistics and global supply chain management, our range of services now goes well beyond that.” It encompasses the whole bandwidth of logistics, i.e. everything to do with transport, storage and trade for customers from the food industry, food wholesale and retail and the import and export sector. And the range of product groups is just as extensive. It ranges from chilled products, such as fresh fruit and dairy products, as well as frozen fish, meat, vegetables and fruit in the form of raw materials and pre-packaged goods, to ready meals, to ice cream, baked goods, confectionery, and even pharmaceutical products. Depending on customer requirements, the goods are palletised and stored both as boxed goods and in large containers, and then distributed. Nordfrost manages around 1,600 vehicle units a day, which travel throughout Germany and all over Europe.

## Nordfrost likes things cold

The example of frozen logistics shows how the corresponding range of services has continually expanded. Alongside organising all transport within the supply chain, Nordfrost also takes care of booking suitable ship connections via all seaports, including transport of the containers to and from the ports. In addition, the company provides continual monitoring of transport by sea, as well as issue of documents and import and export handling for business with third-party countries. On top of this, the range of services includes in-

terim storage at national logistics centres. The company’s international supply chain management therefore guarantees a door-to-door service – anywhere in the world. Frozen consignments can be distributed throughout Germany within 24 hours using overnight scheduled services. In addition, long-distance lorries supply to supermarkets several times a week.

Since last year, an alliance with the Europe’s largest provider in chilled logistics, French firm STEF, has even made it possible to offer Europe-wide frozen logistics solutions, right down to cross-border small-scale distribution of temperature-controlled consignments. Alongside partial and complete loads, the transport runs primarily involve consolidated shipments, which are used to distribute the goods to the appropriate locations, such as kiosks, petrol stations, bakeries, catering outlets and retailers’ central warehouses. One party involved in this collaboration – alongside other partner firms – is full Nordfrost subsidiary RTS Roadrunner Transport Service, based in Osnabrück, which handles 90 per cent of its chilled goods transport in foreign countries in western Europe. ■■■

Fresh fruit and vegetables are stored and handled in perfectly temperature-controlled climate chambers.



PHOTOS: NORDFROST



Nordfrost's wide range of services also includes incoming and outgoing goods inspections, quality management and packaging of goods.

FACTS

**Nordfrost**

Founded: 1975

Company office and European headquarters: Schortens

35 cold store locations throughout Germany

650,000 freezer pallet bays

Turnover: 400 million euros a year

Around 2,500 employees

**Own seaport terminal**

In addition, the full-service provider has been running the Nordfrost seaport terminal at the deep-water container port in Wilhelmshaven since 2012, making it the first company to settle at the 160-hectare JadeWeserPort freight village.

One particular plus point of the company having its own terminal directly beside the container terminal that Heine highlights is how close everything is. "Here, we only need to transport refrigerated containers the short distance around the port, and there is no weight restriction." Alongside handling, the company offers customs clearance and storage of fresh fruit and vegetables in climate chambers in which the temperature and humidity are controlled. A very clever technique is used when it comes to fruit: the air is circulated up to 35 times an hour and completely replaced up to 1.5 times an hour, depending on the variety's ethylene emissions. "For stone fruit, this makes it possible to increase the usual storage time by around a third. However, the fruit remains in just as good a condition; it is actually even better at the usual storage time when this technology is used," explains Heine. Before distribution, customers can make use of the services offered by the pack station for sorting and packaging goods.

Veterinary and phytosanitary examinations are also quick and easy. For the first time in Germany, the terminal has an official control centre with four bodies under one roof: the Federal Office for Agriculture and Food (BLE), the JadeWeser veterinary office (Veterinäramt JadeWeser), Lower Saxony's chamber of agriculture (Landwirtschaftskammer Nieder-

sachsen) and the State Office for Consumer Protection and Food Safety (LAVES). These parties can conduct checks both on their own premises and directly on Nordfrost's premises.

At the beginning of June, another business division was also added at JadeWeserPort for importing and exporting customers: as a first step, Nordfrost will take responsibility for the container trucking. To be able to offer this, the logistics provider has bought 20 tractor units and 40 container chassis, creating 30 additional jobs in Wilhelmshaven. Also in June, the logistics provider took over Wilhelmshaven-based forwarder Cornelissen, with its 18 trucks, 23 trailers and 27 employees. The next step is for container trucking to also be expanded to the Nordfrost branches in Bremerhaven and Hamburg.

**Extensive investment**

Over the last seven years Nordfrost has invested an average of 50 million euros a year in expanding its business. Added to this is another approx. 200 million euros for various sites between 2017 and 2019, which will increase the national number of pallets from 650,000 to 850,000. The seaport terminal in Wilhelmshaven alone – which has thus far specialised in fresh fruit and vegetables – has been granted 25 million euros for expansion. At the start of 2018 it will also have a freezer warehouse with space for 35,000 pallets, a meat processing centre and 27,000 square metres of storage space for general cargo. "This also demonstrates the importance that we see JadeWeserPort as having," says

PHOTOS: NORDFROST



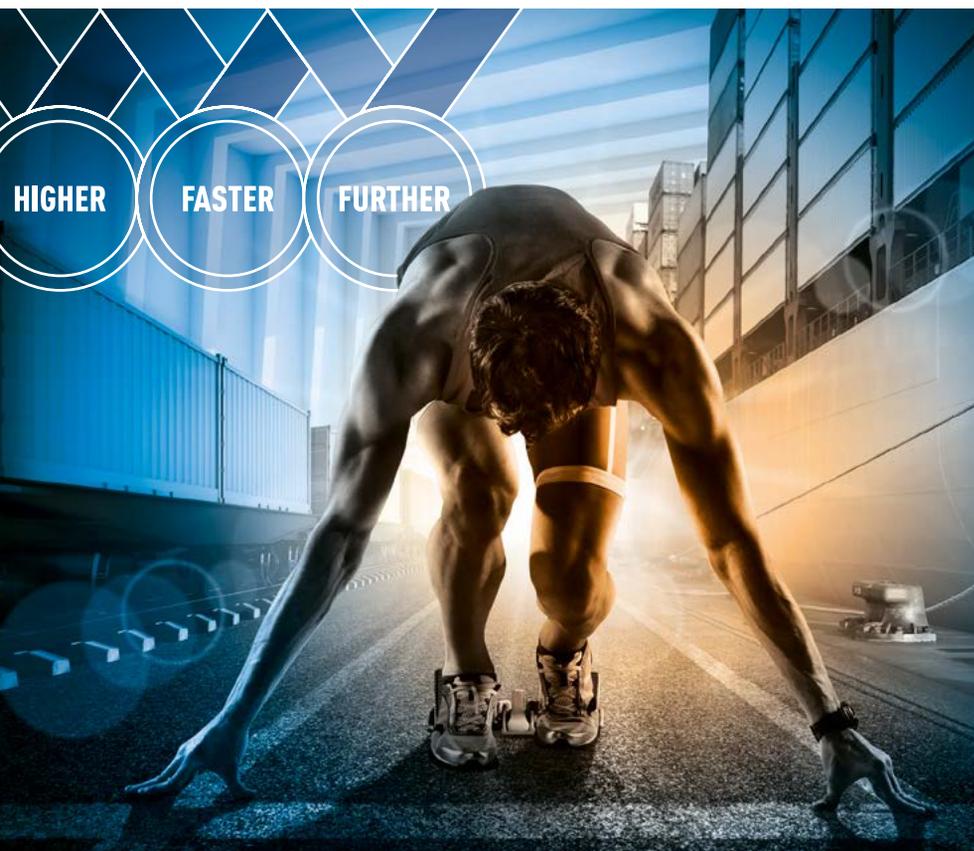
By the start of 2018, the seaport terminal in Wilhelmshaven will be expanded at a cost of 25 million euros.

Heine. “The current developments are very positive, and we assume that this trend is going to continue in future.” In Bremerhaven Nordfrost plans to begin construction of a new central section at the existing freezer warehouse this year, after completion of the approval process, which is currently ongoing. This will create 10,000 additional pallet bays at the site, increasing the total capacity to 28,000 bays. The company is investing a total of around 14 million euros, and the number of employees will increase from

the present 30 up to 50. “This is a clear sign of confidence in the Bremerhaven site,” says Heine.

But the company is investing in interior projects as well – not just in the ports. For example, Zerbst in Saxony-Anhalt will see the construction of an ice cube production facility for end consumers, which is to be commissioned in July this year. The expansion of freezer capacity in Vermold, North Rhine-Westphalia from 20,000 to 32,000 pallet bays is to begin in August. The planning application for the new logistics centre in Herne, which, after the final expansion, will have 80,000 pallet bays, a fully automated high-bay warehouse and automatic picking, has just been submitted. Last but not least, the structural expansion of the European headquarters in Schortens is planned for the autumn. So the signs are pointing squarely at growth – onwards and upwards for Nordfrost. (cb)

More information:  
[www.nordfrost.de](http://www.nordfrost.de)



## JADEWESERPORT FREIGHT VILLAGE

EFFICIENCY, SERVICE AND SPACE  
 FOR ADDED VALUE

We get your business on track for success – with excellent rail connections to the leading European economic centres. Container trains link JadeWeserPort Wilhelmshaven with the major routes to southern Germany, Austria and Switzerland several times a week.



**JADEWESERPORT**  
 WILHELMSHAVEN





# A clever combination

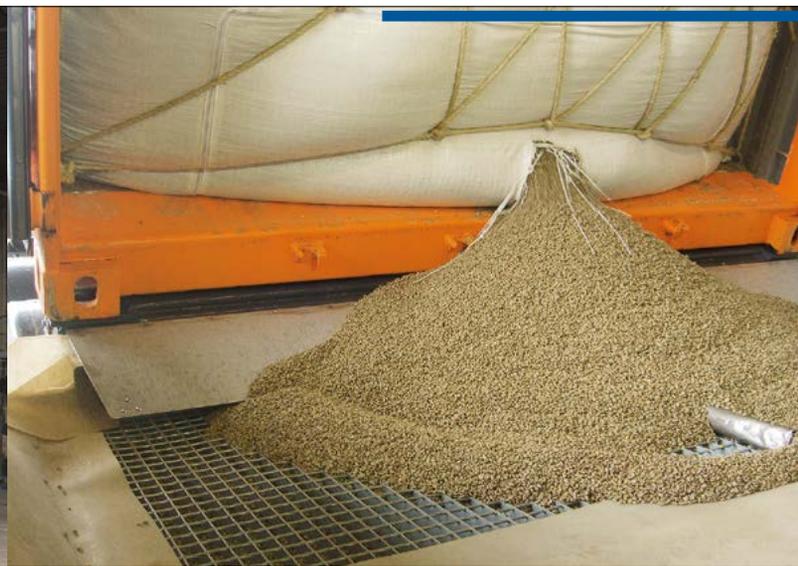
Forwarding company Diedrich Meyer has been transporting green coffee between the Hansakai in Bremen's Holzhafen and coffee roasters Rösterei Jacobs in Bremen-Hemelingen for 119 years. The special thing about it? Its "coffee train".

**T**he desire for coffee is as strong as ever: 675 cups a year are drunk per head in Germany. And Bremen-based forwarder Diedrich Meyer's passion for coffee has been burning bright since 1897. Back then, the company's namesake founded a haulage business and transported the sacks of coffee by horse and cart to the roasting houses and warehouses. "Sacks of coffee are very rare in Bremen now," says Jürgen Döhren, who has been Managing Director at Diedrich Meyer for 17 years. Coffee has long since begun largely being shipped to import countries in containers. The family firm, which is now in its fifth generation, has therefore also now specialised in transport of beans by means of container. "Nowadays coffee is usually transported as loose bulk in plastic inserts and only the very best quality varieties are transported in sacks – which is still the official unit of measurement for the beans," explains Döhren. "This is be-

cause whilst a container holding 300 sacks contains 18 tonnes of coffee, its capacity is 360 sacks' worth – a good 21.6 tonnes – when transporting bulk."

## Bremen as a coffee trading centre

Another tradition has remained unchanged despite the change in the modes of transport: Diedrich Meyer and Bremen-based coffee roaster Jacobs have been working together since 1899, with their collaboration now making up 60 per cent of the forwarding company's business. The green coffee for Jacobs – as for other customers – comes to Bremen either by inland vessel from Bremerhaven or by train from the port of Hamburg. Just like the northern Hanseatic city, the city on the Weser is a centre of German coffee trade and refinement. The Hansakai run by J. Müller usually has



The beans on one of the electric tipping chassis represent around 2.5 million cups of delicious coffee.

around 1,000 20-foot containers – worth some 60,000 euros per container – for Jacobs alone. The Bremen-based coffee roaster uses the space as interim storage. Green coffee can theoretically be stored for one to two years, as long as it is ensured that it is kept cool and dry. “Longer storage causes the coffee to lose flavour and quality. The majority of roasters procure their beans just in time and store the beans for a maximum of one to two days for sampling,” says Döhren. After around four to five weeks of transport by cargo ship, they continue by inland vessel or train, before being taken the last mile to interim warehouses and roasting houses by lorry. Because the roasting facilities run continuously, they have to be topped up all the time and have only 30 to 45-minute windows for feed-in. “As such, punctuality is extremely important for us,” says Döhren.

## An exceptional 65 tonnes

As the route from the Hansakai to Bremen-Hemelingen is just 20 kilometres and as Jacobs alone requires an average of 160 tonnes of green coffee – or eight journeys using two lorry-trailer combinations – a day, Döhren had a goal for 2001: the Managing Director wanted to be able to transport two containers at once and lay them down without a crane. “There was already a technical solution in use for military containers in Holland, which I wanted to apply here.” The tipping mechanism for lifting and laying down the heavy containers was reinforced. Another requirement was special permission to use a tractor and trailer unit with a total weight of 65 tonnes instead of the 44 tonnes normally permitted for combined transport. Döhren explained the benefits to Bremen’s Senator for the Environment and Transport: “The vehicle exists, and we are contributing towards reducing traffic and saving CO<sub>2</sub> by halving the transport distance and

the number of journeys from eight to four.” Döhren then had to demonstrate to the authority for road construction and transport that the route did not lead over bridges or through streets that would not withstand the strain. Finally, in 2003 – marking a first in Germany – he received a three-year special permit for the vehicle. It allows the tractor unit and the three-axle trailer to each transport one container weighing up to 21.6 tonnes. The authority’s only stipulation is that the vehicle is not allowed to travel when there is black ice or thick fog with poor visibility.

Lorry manufacturer Volvo managed to reduce the total weight of the vehicle by another tonne by installing a smaller cab and a lightweight 380 HP engine. “This special design is considerably more expensive, but otherwise I would need two vehicles and another driver,” says Döhren. “On top of that, year on year I save around 30 litres of diesel over 100 kilometres.” The heavy outfit has also proven to be unproblematic on the roads. “Our coffee train hasn’t had any accidents at all thus far,” says Döhren. He emphasises that the vehicle’s braking behaviour is at least as good as that of an empty tractor unit. In addition, Diedrich Meyer only uses specially trained and experienced drivers for the two coffee-transporting units.

## Coffee logistics calls for diligence

Handling coffee demands a lot of expertise from the drivers in general. Their tasks include checking the seals and taking samples before unloading. Once the container is empty, the drivers remove the plastic insert and other materials such as drying sacks and cardboard and – a special feature in Bremen – sweep out the steel boxes before they are transported back to the terminal. And once everything has been completed as planned, Döhren and his colleagues do, of course, like to treat themselves to a good cup of coffee. (cb)

## FACTS

### Spedition Diedrich Meyer

Founded in 1897

Headquarters: Bremen

The company is run as a family firm and is in its fifth generation.

Around 45 employees, 33 of which are drivers

Fleet: 20 tractor units and two special vehicles (coffee trains)

More information:  
[www.diedrich-meyer.de](http://www.diedrich-meyer.de)



# Expertise that really bears fruit

Whether cherries, avocados or blueberries, Fruit Insurance Services (FIS) has been putting together individual insurance packages for the international fruit market for over 20 years. It covers virtually every eventuality, from failure of refrigeration units and delays during the journey, to strikes in ports, to improper handling of goods before and after shipping.

**A**s a parent company, Bremen-based underwriting agent Carl Schröter has a wealth of expertise, particularly when it comes to the field of transport and transport liability insurance. It was almost 150 years ago, in February 1868, that Carl Schröter started his agency, commissioning and forwarding business, specialising in insurance for sea-going vessels and commodities. Today the fruit experts at FIS insure large parts of the export and import sector against damage to or total loss of temperature-sensitive loads. “We function like an insurer, writing policies and handling claims, without bearing the risk ourselves,” explains Stefan Brinkmann, Authorised Representative and Specialist in Transport Insurance (DVA) at Carl Schröter. “In the event of a claim, which, in the case of a maritime accident, can reach into the millions, we have the unlimited authority to represent virtually all German insurance companies, across which we distribute the risk accordingly.”

## Independent application software

Throughout its long history, the company has always adapted its product portfolio to correspond to the realities of the market. One example is the “Fruit Insurance Services” application, or the “FIS app” for short. This is a piece of application software that includes statistics, databases and prevention programmes, as well as insurance declarations and certificates. “The FIS app is not only used to handle all of our claims processing and settlement, but is also an important tool for analysing and being able to predict market developments in the fruit sector,” says Brinkmann. “In addition, it is continually being expanded in order to consistently meet the needs of our customers, the German insurance market and statutory regulations.”

Alongside the digital aspect, a global team of experts made up of transport specialists, agro-economists, legal experts and engineers ensures that the company’s concept quite literally bears fruit. At its core are five employees, who work from the main branch in Bremen. They work closely with the Chilean branches in Santiago de Chile and Viña del Mar, and receive support from independent network partners in Holland, the UK, Italy, Spain and France. The company also has other partners in the USA, Peru, Argentina, Columbia, Costa Rica, Panama and China, whose expertise is available around the clock. After all, fruit is a perishable good and requires short reaction times.

## Chain of measures in the event of an incident

If, for example, the refrigeration unit for a container loaded with avocados should fail in the middle of the ocean, the portable measuring system in the corresponding container sends information directly to the FIS app. Then, in the blink of an eye, a systematically prepared chain of measures is triggered, and as soon as the ship arrives in the next port the load is examined by suitable assessors. If no such cargo monitoring system is in place, the recipient is requested to report the damage so that an expert can come at the next available opportunity to record all of the relevant information on the claim and enter it into the FIS app. Initial measures designed to minimise the damage are then introduced. These range from looking for an alternative buyer for the damaged fruit, to donating it, to using it as animal feed instead.



Controlling FIS’ activity from the main branch in Bremen (from left): Susanne Seebeck, Stefan Brinkmann, Claus Dimter and Yuri Lamoureux.

However, FIS’ work does not just begin when the goods are damaged. Even before that, the transport specialists are busy utilising their knowledge in packaging the goods, packing the container or dealing with fruit-specific transport requirements. In addition, the agro-economists provide information on prevention in the form of climatic conditions and harvest forecasts in the countries of origin. In the event of an incident, they help to conduct a precise analysis, based on the influences present during the seasonal growth phase of the respective fruit. They also have the assistance of the underwriting agent’s engineers, who closely examine the cause of the incident, for example the failure of a refrigeration unit or defective packaging leading to insufficient ventilation. Once all of that has happened, the legal experts come into play, using their knowledge of international and local legislation to handle the recourse action after the adjustment of the claim.

## Numerous special types of insurance

“The insurance services that we offer on the market are individually tailored to the needs of the industry. They include traditional dangers at sea, technical defects in refrigerated containers, travel delays, natural disasters and political risks,” explains Brinkmann. “In addition, there are additional components that allow us to live up to the specific requirements of the sensitive goods. These include extensions of coverage in the event of use of special transport methods such as controlled atmosphere or cold treatment.” Which of these numerous special forms of insurance is ultimately the most useful is something that the customer must decide based on his needs. But one thing’s for sure: with the experts by his side, he certainly won’t feel like life has given him lemons. (bre)

## FACTS

### Carl Schröter

Founded: 1869

The oldest agency contract with an insurance company that is still valid today was concluded in April 1872.

Subsidiary Fruit Insurance Services has been putting together insurance packages for the international fruit market for 20 years.

The international team of experts is managed from Germany and Chile.

More information:  
[www.carlschroeter.de](http://www.carlschroeter.de)  
[www.fruitinsuranceservices.com](http://www.fruitinsuranceservices.com)  
[www.fis.cl](http://www.fis.cl)



# Houston, we don't have a problem!

Utilising years of experience in astronautics to benefit the logistics sector is the main goal of OHB Logistic Solutions in Bremen. A prime example of this is the company's independently developed "Visioboxx".



**Jens Kuckertz,**  
Managing Director  
OHB Logistic Solutions

**O**HB Logistic Solutions presented its Visioboxx to the public for the first time at this year's Fruit Logistica, the international trade fair for fresh fruit and vegetables. This is a mobile box, weighing only 600 grams, that is used for international monitoring of sea-going containers. It looks like an oversized glasses case and is fixed to the frame of the container door by a magnet. The tracking unit is connected via cable to a sensor on the inside of the transport container, which records all of the relevant data.

"As the subsidiary of one of the leading aerospace companies in Europe, we have been developing telematics systems for the automotive and logistics industry for 25 years. Numerous different experiences gained during this time have gone into the Visioboxx," says Jens Kuckertz, Managing Director of OHB Logistic Solutions. The company's stated aim with this market innovation is to provide more transparency in the supply chain when transporting food and pharmaceuticals. The users are first and foremost forwarders, shipping companies and customers from in-

dustry. However, more and more insurance companies are also using the tool: their objective is to be able to precisely analyse when and how incidents occurred.

## A big range of services in a small package

The intervals for updating the data are freely configurable. "Some customers want an update from the container every ten minutes, whilst others only need an update once a day," explains Kuckertz. The generated data from the container is transmitted to the OHB server by means of the GSM mobile communication standard; the container's location is also determined by means of GPS. Customers can view both pieces of information around the clock using the online portal (see diagram). Unlike other providers, the Bremen-based firm works with a special data logger, which sends all information directly to the portal via the Visioboxx, meaning that it can be viewed at any time, regardless of the device. "Traditional loggers can often only be read once you physically have them in your hand, after opening

PHOTOS AND GRAPHIC: OHB LOGISTIC SOLUTIONS



the container,” says Kuckertz. “But by then it’s often too late to take action to protect the goods. In addition, the majority of users of these systems don’t have a monitoring function for the container doors, which we offer.”

Alongside the GPS-based container location detection, which is accurate down to the metre, the latter makes it possible to identify where exactly the load is and whether it is going to be unloaded in the right place at the right time. In light of increasing criminal activity affecting transported loads, this alone is a factor that will prompt customers to use the Visioboxx. On top of this, the device supports continual monitoring of product quality. The box transmits all data concerning temperature (between minus 40 and plus 85 degrees Celsius) and humidity (between 0 and 100 per cent) in the container. In the case of perishable goods such as fruit, meat and fish, or expensive pharmaceuticals, even slight deviations can often be enough to impair quality. Vibration in the container can also be measured, which is especially important when transporting shock-sensitive products, such as berries and cherries.

If there is a deviation in just one of these parameters, the customer is informed immediately by e-mail. At the same time, the system offers the option of long-term analysis of which routes often cause delays and where containers having long waiting times in ports are generating additional costs in the supply chain.

### Experience from transport telematics

Bremen-based experts’ knowledge is already being utilised in a number of different ways. For example, in the 1990s subsidiary OHB Teledata equipped Bremen-based shipping company Senator Lines with data devices to increase the safety and security of their ships. OHB has also developed on-board computers for commercial vehicle manufacturer MAN and equipped Volvo trucks with navigation systems. OHB even provides the German and British armies with reliable information regarding the maintenance intervals and consumption of their vehicles.

Unlike the famous quote from American astronaut James Lovel, we could, therefore, say: “Houston, we don’t have a problem!” With its space-based knowledge, OHB Logistics Solutions contributes towards making important logistical processes more transparent and identifying the source of errors. It’s no wonder, then, that alongside ship owners, more and more intermodal transport providers are looking to the Visioboxx for monitoring of their journeys. (bre)

### FACTS

#### OHB Logistics Solutions

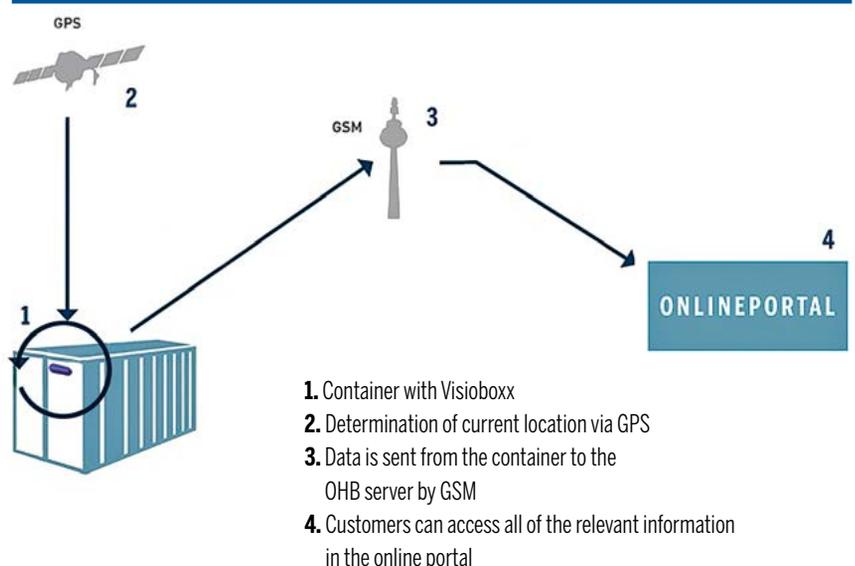
Founded: 2015  
in Bremen

Subsidiary of OHB SE

The Visioboxx starts at 110 euros.

More information:  
[www.ohb.de](http://www.ohb.de)

### How the Visioboxx works



## SUMMARY NEWS

**CHANGING OF THE**

**GUARD.** After 38 years as CEO of Nautischer Verein Niedersachsen (Lower Saxony's nautical association), Captain Horst Werner Janssen will be handing the reins over to **Gerd Bielefeld** in September. Bielefeld was unanimously elected as the new CEO at the annual general meeting in Elsfleth back in March. In his laudatory speech, Captain Johannes Reifig summarised the outgoing CEO's accomplishments: "38 years ago, Janssen managed to waken the association from its slumber. He was able to utilise the synergies of Elsfleth's maritime associations and helped to maintain and improve the university and training for ship mechanics."

**VOTE.** The Baltic and International Maritime Council (BIMCO) has seen a change at its helm. Previous President Philippe Louis-Dreyfus was succeeded by **Anastasios Papagiannopoulos**, CEO of Greek shipping company Common Progress, in June. Papagiannopoulos has set the main goal of his two-year term in office as driving the digitisation of the maritime sector. BIMCO, which was founded in 1905, is the largest international shipping organisation, with 2,100 members in over 120 countries.

## Award for years of family-friendliness

**RECOGNITION.** bremenports was presented with an award by Federal Minister for Family Affairs, **Katarina Barley**, for its long-term commitment as a family-friendly business at a celebratory event in Berlin in June. **Robert Howe**, Managing Director of bremenports, accepted the certificate from the new minister. In 2005 the port management company was one of the first companies in the state of Bremen to take part in the "berufundfamilie" audit, a work and family study conducted by the charitable foundation Hertie-Stiftung. "Since then we have successfully passed four certification stages and introduced numerous family-friendly measures," says Howe. Now on stage five, bremenports has reached a particularly high level of certification. Only twelve companies throughout Germany met the associated requirements and were given awards at the celebration in Berlin. Over recent years the port management company has, for example, introduced over 50 individual working time models, as well as occupational health management with fitness and children's holiday programmes.



## Expertise for Lower Saxony

**ADDITION.** **Dr Frank Nägele** is the new State Secretary at Lower Saxony's Ministry for Economics. "In making this personnel decision we are helping to drive forward our department's special issues, as well as the review of contracting," says Lower Saxony's Minister for Economics, Labour and Transport, Olaf Lies. Nägele was previously State Secretary at the Ministry for Economics, Labour, Transport and Technology in the state of Schleswig-Holstein, and also has experience in federal-level politics.



## Olaf Lies heads up NPorts Supervisory Board

**SUCCESSION.** Lower Saxony's Economics Minister **Olaf Lies** was appointed Chairman of the Supervisory Board at Niedersachsen Ports at the end of June, succeeding former State Secretary Daniela Behrens. "NPorts has developed the seaports of Lower Saxony in a very positive way, and I look forward to working with the experienced NPorts team," said Lies of his election. In addition to this new role, Lies is also represented on the supervisory board of the JadeWeserPort companies.

## Grube HHLA's new "chief supervisor"

**MANAGEMENT.** The Supervisory Board of Hamburger Hafen und Logistik (HHLA) appointed **Dr Rüdiger Grube** as its new Chairman at its inaugural meeting on 21 June. Grube succeeds Peer Witten, who has left the board on account of his age. Grube was involved in the dispute regarding an extension of contract as CEO of Deutsche Bahn at the end of January 2017. He has already worked with HHLA's Chairwoman of the Executive Board, Angela Titzrath, in the past, at Daimler.



## Nadine and Uwe Kloska honoured

**AWARD.** In collaboration with Sparkasse Bremen, the Bremen-based branches of “Die Familienunternehmer-ASU” (“the family entrepreneurs”) and “Die Jungen Unternehmer-BJU” (“the young entrepreneurs”) have presented the award of “Bremen’s entrepreneur of the year” for the 31st time. The 2017 award went to **Nadine and Uwe Kloska** (left), Managing Partners of the Kloska Group. The judging panel believed that they had achieved an impressive success story, growing from technical equipment providers to a 20-strong group of companies. Right: **Dr Heiko Staroßom**, Member of the Executive Board at Sparkasse Bremen.



## Prize for outstanding Bachelor’s theses

**PRIZE WINNERS.** The University of Emden/Leer has given two graduates of the shipping management degree the “GMAA Legal Award”. Henning Albrecht and Raik Becker completed their Bachelor’s theses with the top grade of 1.0. Albrecht’s topic was “Recognition and enforcement of foreign maritime liens for bunker deliveries”, whilst Becker’s work was entitled “Responsibility for complying with the SOx limits from MARPOL Annex VI in time charter contracts”. Photo (from left): **Professor Mathias Münchau**, prize-winners **Raik Becker and Esther Mallach**, Member of the Board at GMAA.

**Our Ports.  
Your Future.**

[www.nports.de](http://www.nports.de)

Niedersachsen  
**nPorts**



# Save the Date

Here you will find an overview of selected events in the maritime and logistics sector. Simply take a note of the dates that interest you.

## Trade fairs

From wind power, to wood and paper logistics, to project loads and break bulk, there are some exciting events coming up over the next few weeks, many of which are not only interesting for the maritime industry in northern Germany, but also attract an international audience of experts.

<b>HUSUM Wind</b> <a href="http://www.husumwind.com">www.husumwind.com</a>	<b>12. – 15.9.2017</b> Husum, Germany
<b>PPI Symposium</b> <a href="http://events.risiinfo.com/transport-symposium/">events.risiinfo.com/transport-symposium/</a>	<b>25. – 27.9.2017</b> Savannah, USA
<b>Breakbulk USA</b> <a href="http://www.breakbulk.com">www.breakbulk.com</a>	<b>17. – 19.10.2017</b> Houston, USA

## Customer events

Want to get to know us better and discuss the latest market developments with industry experts? Good opportunities for this include our “logistics talk” and “Hafen trifft Festland (port meets mainland)” series of events. Or visit us at one of our long-standing annual events, such as the “Kapitänstag (Captains’ Day)” or the “Niedersächsischer Hafentag (Lower Saxony port day)”.



In October 2016 the “Hafen trifft Festland” series of events called in to Bielefeld. There, around 50 representatives from the logistics and shipping sectors found out about what the ports of Lower Saxony have to offer.

<b>logistics talk “Logistics meets Art”</b> <a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a>	<b>24.8.2017</b> Bremen, Germany
<b>27th Niedersächsischer Hafentag</b> <a href="http://www.seaports.de">www.seaports.de</a>	<b>1.9.2017</b> Cuxhaven, Germany
<b>53rd Kapitänstag (Captains’ Day)</b> <a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a>	<b>1.9.2017</b> Bremen, Germany
<b>logistics talk</b> <a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a>	<b>12.10.2017</b> Vienna and Graz, Austria
<b>Hafen trifft Festland (port meets mainland)</b> <a href="http://www.seaports.de">www.seaports.de</a> , <a href="http://www.jadeweserport.de">www.jadeweserport.de</a>	<b>8.11.2017</b> Leipzig, Germany

## Other highlights

Professional exchange with like-minded people, the ability to present your range of services in an industry environment and targeted networking – just three good reasons to take part in the upcoming events in Bremen, Bremerhaven, Brake and Duisburg.



The “Welt der Logistik” job fair will be taking place at Bremen’s BLG-Form for the sixth time.

<b>Cycling day on the Luneplate</b> <a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a>	<b>20.8.2017</b> Bremerhaven, Germany
<b>HTG Conference</b> <a href="http://www.htg-online.de">www.htg-online.de</a>	<b>13. – 15.9.2017</b> Duisburg, Germany
<b>6th Regionalkonferenz Logistik</b> <a href="http://www.wesermarsch.de">www.wesermarsch.de</a>	<b>14.9.2017</b> Brake, Germany
<b>Welt der Logistik (logistics world)</b> <a href="http://www.via-bremen.com">www.via-bremen.com</a>	<b>21.9.2017</b> Bremen, Germany
<b>Schifffahrt und Klimaschutz – the greenports strategy of the ports of Bremen</b> <a href="http://www.bremenports.de/veranstaltungskalender">www.bremenports.de/veranstaltungskalender</a>	<b>28. – 29.9.2017</b> Bremerhaven, Germany



At “Tag der Logistik”, experiences were the focal point – whether it be an excursion to the Luneplate (left) or visiting the Oslebshausen lock.



During the three-day trade fair, the specialist audience from the offshore industry got to see the potential that the seaports of Lower Saxony offer.

## Review of events

### “Supply Chain Day” in Bremen and Bremerhaven

**EXPERIENCE.** As part of the International day of Action on 27 April, numerous companies from industry, commerce and services gave interested visitors a free insight into their companies. bremenports also took part in the “Supply Chain Day” (“Tag der Logistik”) once more – with five exciting events. The treats on offer ranged from a port tour at the container terminal in Bremerhaven and the “Tour de Wind” to the offshore wind power centres, to an excursion to the Luneplate compensation zone, to tours of Bremen’s Holzhafen, Fabrikenhafen and Industriehafen, as well as the Oslebshausen lock. According to BVL International, just under 40,000 participants visited around 400 events in a total of 20 countries on that day.

### “Offshore Wind Energy” in London

**EXCHANGE.** England’s capital hosted the world’s largest trade fair and conference for offshore wind power from 6 to 8 June. There, manufacturers, developers, energy suppliers, engineers, architects, suppliers and industry experts came together to find out about the latest products and trends. Port marketing company Seaports of Niedersachsen and port infrastructure company Niedersachsen Ports were also represented in London, presenting their wide range of logistics solutions and services, as well as the excellent locational advantages and settlement options offered in the seaports of Lower Saxony. Over 7,000 visitors visited “Offshore Wind Energy” in total.

### “Port meets mainland” in Nuremberg

**MEETING.** Numerous participants once again made their way to another edition of “Hafen trifft Festland” (port meets mainland) in Nuremberg on 12 July to find out about the latest developments in the seaports of Lower Saxony and Wilhelmshaven’s deep-water container terminal. Alongside current expansion measures and new arrivals, the presentations focused on the range of new scheduled services and train links in Wilhelmshaven. The event, which was held on the premises of bayernhafen Nürnberg, was rounded off with a panel discussion, which saw representatives from Eurogate, JadeWeserPort-Marketing, Kühne + Nagel, Seaports of Niedersachsen and TFG Transfracht take part.

### “logistics talk” in Bielefeld

**NETWORK.** The port and logistics hub of Bremen/Bremerhaven exhibited in Bielefeld at the end of June with its “logistics talk” series of events. At “glückundseligkeit”, a former neo-Gothic church that has been converted into a restaurant, bremenports’ guests enjoyed an entertaining evening in historic surroundings, interspersed with a variety of up-to-date information about the seaport transport sector. Robert Howe, bremenports’ Managing Director, and Gerald Blome, Head of Department for Transport, Urban and Regional Planning at Ostwestfalen Chamber of Industry and Commerce for Bielefeld, provided a successful introduction to the discussions. Before the buffet and subsequent get-together, Jan Zobel, Head of Forwarding at Heuer Logistics, and Andrea Otto, Managing Director of DATALOG, provided some topic-specific “appetisers” with their presentations.



The many participants of the “logistics talk” enjoyed interesting professional discussions in a completely new environment at Bielefeld’s “glückundseligkeit”.

PHOTOS: SEAPORTS OF NIEDERSACHSEN, BREMENPORTS



All editions are also available as an e-paper in German and English. Scan the code or go to [www.bremenports.de/logisticspilot](http://www.bremenports.de/logisticspilot)

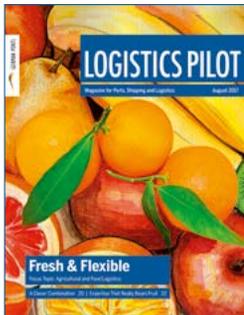
# EDITION OCTOBER 2017

## Focus topic green logistics

What contribution can the maritime transport and logistics industry make to environmental protection?



## Save the Space



Secure a spot for your advertisement in the international logistics magazine for German ports: LOGISTICS PILOT. Media information can be found at [www.bremenports.de/logisticspilot](http://www.bremenports.de/logisticspilot)

### Focus topics of the upcoming editions:

#### October 2017

##### Green logistics

Closing date for submitting applications  
25.8.2017

#### December 2017

##### Ro-ro

Closing date for submitting applications  
20.10.2017

#### February 2018

##### Container logistics

Closing date for submitting applications  
15.12.2017

### Your contact:

Ronald Schwarze, Marketing – bremenports GmbH & Co. KG,  
Phone: +49 421 30901-612, E-mail: [marketing@bremenports.de](mailto:marketing@bremenports.de)

### List of advertisements

<b>bremenports</b>	Page 31	<b>JadeWeserPort</b>	Page 19
<b>bremenports</b>	Page 32	<b>Niedersachsen Ports</b>	Page 27
<b>J. Müller</b>	Page 2		

### This magazine is a joint project of

- bremenports GmbH & Co. KG
- Bremische Hafenvertretung e. V.
- JadeWeserPort-Marketing GmbH & Co. KG
- Seaports of Niedersachsen GmbH
- VIA BREMEN Foundation

## IMPRINT

**LOGISTICS PILOT**  
ISSN 2195-8548

### Publisher:

bremenports GmbH & Co. KG  
Hafenstraße 49, 28217 Bremen  
[www.bremenports.de](http://www.bremenports.de)  
Michael Skiba  
Phone: +49 421 30901-610  
Fax: +49 421 30901-624  
E-mail: [marketing@bremenports.de](mailto:marketing@bremenports.de)

### Advertisement and project management:

Ronald Schwarze  
Phone: +49 421 30901-612  
Fax: +49 421 30901-624  
E-mail: [marketing@bremenports.de](mailto:marketing@bremenports.de)

Advertisement price list no. 13 applies, valid from 19 June 2017  
[www.bremenports.de/logisticspilot](http://www.bremenports.de/logisticspilot)

### Publishing house:

DVV Kundenmagazine GmbH  
Heidenkampsweg 73-79, 20097 Hamburg  
[www.dvv-kundenmagazine.de](http://www.dvv-kundenmagazine.de)

### Project management:

Karin Kennedy  
Phone: +49 40 23714-338  
E-mail: [karin.kennedy@dvvmedia.com](mailto:karin.kennedy@dvvmedia.com)

### Editor:

Thorsten Breuer (bre), responsible;  
Claudia Behrend (cb)  
E-mail: [redaktion.logisticspilot@dvv-media.com](mailto:redaktion.logisticspilot@dvv-media.com)

### Layout, photos and illustrations:

Design: Christine Zander,  
[www.artlidesign.de](http://www.artlidesign.de)  
main image: iStock – suriya silsaksom,  
Christine Zander  
other images: see image credits

### Print:

müllerditzten<sup>AG</sup>, Bremerhaven  
[www.muellerditzten.de](http://www.muellerditzten.de)

**LOGISTICS PILOT** is published six times a year in a run of 5,000 copies (German). An English-language e-paper can be found at [www.bremenports.de/logisticspilot](http://www.bremenports.de/logisticspilot)

The publication, its articles and its illustrations are protected by copyright. Any copying or distribution must be approved by the publishing house or publisher. This shall also apply to electronic use or transfer into databases, online media (internet), intranet or other electronic storage media. The publisher and publishing house decline any liability for photos, manuscripts and other data media submitted without request.



Bremen  Bremerhaven

## ■ »logistics meets art« logistics talk und Ausstellungseröffnung

■ Seit 15 Jahren ist bremenports rund um die Uhr in den bremischen Häfen im Einsatz, um die Infrastruktur instand zu halten und auszubauen. Impressionen dieser Aktivitäten hat die Künstlerin Lissi Jacobsen in Szene gesetzt. Auf Basis von Fotomaterial aus dem Arbeitsalltag der Hafengesellschaft hat sie Kunstwerke im Stil des Konstruktivismus geschaffen.

Vom 24. August bis zum 5. September sind die Werke im Übersee-Museum Bremen zu sehen. Eröffnet wird die Ausstellung am 24. August um 18 Uhr im Rahmen der Veranstaltungsreihe „logistics talk“. Jacobsens Arbeiten sind klar, rational, konstruktiv und inspiriert von geometrischen Formen. „Eindeutigkeit und Kompromisslosigkeit heißen die Koordinaten, die ihren Standpunkt bestimmen“, so der Bremer Professor Jost Funke.

Bei Interesse an einer Teilnahme, kontaktieren Sie bitte [marketing@bremenports.de](mailto:marketing@bremenports.de)



  
**Welthafen**  
in guten Händen

[marketing@bremenports.de](mailto:marketing@bremenports.de)  
[www.bremenports.de](http://www.bremenports.de)



# COOL!

Bremerhaven is one of Europe's leading locations for the transshipment of fruit and vegetables, fish and seafood, frozen poultry and meat. Every year, more than 250,000 tonnes of temperature-controlled food products are loaded and discharged at two dedicated fruit terminals. Diverse frozen-storage warehouses are available at the terminals.

**FRUIT  
LOGISTICA**  
7.-9. FEBRUARY 2018  
MESSE BERLIN



**BREMEN  
BREMERHAVEN**  
TWO CITIES. ONE PORT.

[www.bremenports.de/en](http://www.bremenports.de/en)